

Message Text

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ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 DODE-00 PM-04 CIAE-00 INR-07
/031 W

-----090109 080149Z /14

R 071544Z JUL 77

FM AMEMBASSY VIENNA

TO USDOC WASHDC

INFO SECSTATE WASHDC 2441

HQS USAFE RAMSTEIN GERMANY/DOOB

UNCLAS VIENNA 6334

COMMERCE FOR SIPS/ STRAUSS LEON

E.O. 11652: N/A

TAGS: BEXP, AU

SUBJECT: MAJOR PROJECT: RADAR SYSTEM FOR AUSTRIAN AIR FORCE BASE

1. DR. WALTER ZANDRA, OFFICIAL OF LARGE AUSTRIAN FIRM E. SCHRACK ELEDTRIZITATS AG, WHICH REPRESENTS RAYTHEON CO. FOR SALE OF CERTAIN RADAR EQUIPMENT, HAS CONTACTED EMBASSY FOR ASSISTANCE IN SELLING THIS EQUIPMENT TO AUSTRIAN AIR FORCE (AAF).

2. ACCORDING TO ZANDRA, AAF HAS BUDGETED US \$8 MILLION FOR PURCHASE OF GROUND CONTROL APPROACH RADAR SYSTEM AT ZELTWEG AIR FORCE BASE, LOCATED IN MOUNTAINOUS AREA WEST OF GRAZ. AAF AUTHORITIES, SAYS ZANDRA, STRONGLY FAVOR RAYTEON

AN-TPN-19 AND AN-TPN-25 RADAR SYSTEM BUT REQUIRE FULL VERIFICATION THAT SYSTEM WILL OPERATE EFFECTIVELY UNDER CONDITIONS AT ZELTWEG. THIS WOULD REQUIRE BRINGING IN AN-TPN-125 GCA UNIT TO ZELTWEG AND OPERATING IT DURING PERIOD OF AT LEAST TWO WEEKS UNDER SUPERVISION OF AAF AUTHORITIES. RAYTHEON EXPERT ON SITE ALSO MOST LIKELY REQUIRED.

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3. ZANDRA SAYS HE IS IN CONTACT WITH HERBERT LIPSON OF RAYTHEON HOME OFFICE, BUT WAS TOLD U.S. FIRM HAS NO AN-TPN-25 UNIT IT CAN MAKE AVAILABLE FOR ON-SITE VERIFICATION. ACCORDING ZANDRA, RAYTHEON IS CONCENTRATING ON LARGE PROJECT IN HOLLAND, WHICH MAY BE DETRACTING FROM

AUSTRIAN PROJECT ATTENTION IT DESERVES. HE THINKS, HOWEVER, THAT IF UNIT WERE AVAILABLE ELSEWHERE, REYTHEON WOULD BE WILLING TO PAY COST OF TRANSPORTING IT (RADAR UNIT IS MOBILE BUT REPORTEDLY WEIGHS 3 TONS) TO AND FROM AUSTRIA AND PROVIDING TECHNICIAN FOR VERIFICATION. SCHRACK CO. HOPES TO HOLD DEMONSTRATION BY MID-SEPTEMBER.

4. ACTION REQUESTED: EMBASSY HAS BEEN UNABLE TO DETERMINE FROM LOCAL SOURCES WHETHER AN-TPN-19 AND/OR AN-TPN-25 ARE IN USE BY US AIR FORCE EUROPE. UNITS REPORTEDLY ARE IN PLACE AT USAF INSTALLATIONS IN US. REQUEST THAT USDOC CONSULT WITH RAYTEON AND, IF FEASIBLE, ATTEMPT TO LOCATE AN-TPN-25 WHICH CAN BE TRANSPORTED TO AUSTRIA AT RAYTHEON EXPENSE FOR DEMONSTRATION HERE. IN MEANTIME, EMBASSY WILL ATTEMPT VERIFY FROM AUSTRIAN AIR FORCE SOURCES ZANDRA ASSERTION THAT AAF HAS CONSIDERABLE INTEREST IN PURCHASE OF THIS EQUIPMENT. MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 07-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770242-0459
Format: TEL
From: VIENNA
Handling Restrictions: n/a
Image Path:
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Line Count: 80
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Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 15-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1931089
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RADAR SYSTEM FOR AUSTRIAN AIR FORCE BASE
TAGS: BEXP, AU
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/86f8146f-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009